

# RJ REYNOLDS

TOBACCO COMPANY

# COPY

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
FAX (716) 634-3145

February 3, 1998

RJR Account #194040

Ms. R. Fairbanks  
FINKLE DIST., INC.

## MARCH: WINSTON B2G1F / PROMOTION #800115

Dear Ruth:

WINSTON B1G1F product (6M), and Live product, has been ordered (see quantities listed below), as well as 210 skus of B2G1F Sleeve Display Kits (Item #538994) to pack and ship this promotion to your participating retail accounts. (Note that this product is not 'pre-sleeved' product.)

WINSTON BRAND STYLE	#/ Cases B1G1F (6M)	B1G1F UPC Code	#/ Cases LIVE	LIVE UPC Code
FF Box	<u>7</u>	12300-11226	<u>2</u> (12M)	12300-11212
Light Box	<u>14</u>	12300-11926	<u>7</u> (6M)	12300-11906
Ult Lt Box	<u>7</u>	12300-70326	<u>4</u> (6M)	12300-70306

Product / Premium Arrival:

February 23, 1998

Ship Date to Retail:

Week of: March 9, 1998

### DISPLAY DETAIL (#538994)

SKU CUBE:

1.6700

SKU WT (w/o Product):

4.5000 lbs

Retail Sales Offer per Sku:

20 Offers

Billing per Sku:

4 Full Price Cartons

EFT \$ Amount:

\$8,539.87

PARTNERS 'BONUS' REPORTING DESCRIPTION

'WIN MAR B2G1F'

51845 8460

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B1G1F  
FINKLE DIST., INC.

**PROMOTION DESCRIPTION: SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'.**  
**OPEN WINSTON B2G1F SHIPPING CASE. REMOVE RED CARDBOARD INSERT AND PLACE ONE B1G1F OFFER INTO EACH WINSTON STYLE-SPECIFIC SLEEVE. ADD ONE 'LIVE' WINSTON PACK OF SAME STYLE TO EACH OFFER. PLACE RED CARDBOARD INSERT BACK INTO CASE AND SHIP TO RETAILER.**

**BRAND STYLES: WINSTON FF BOX / WINSTON LT BOX / WINSTON ULT LT BOX**

**DISPLAY BRAND LOAD:**

**\* 4 CARTONS:**  
**2 WINSTON LT Box**  
**1 WINSTON FF Box**  
**1 WINSTON ULT LT BOX**

**EACH DISPLAY WILL CONTAIN TWENTY (20) B2G1F OFFERS.**

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$392.00 (14 (12M) case(s) @ \$28.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610

/jc

cc: 162303

Enclosures:

- Customer List
- Wholesaler Packing Instructions
- Promotion Flyer

**Note to RJR Manager:**

**Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.**

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## WORKPLAN VAP TEMPLATE LISTING

 PAGE: 8  
 DATE: 98-01-15  
 TIME: 10:09 AM

 WHOLESALER : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>  
 TEMPLATE : 800115 80300 WIN MAR B2G1F  
 TEMPLATE SEQ : 0038  
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162201	162323	620423	ROBO GAS #509	2 WILIMINGTON RD.	LAKE PLACID	NY	12946	1	2021-0000		(518)523-8174	
162202	162238	172455	GAROFALO GROCERY	155 E BRIDGE ST	OSWEGO	NY	13126	2		975177	(315)343-0580	
162202	162238	289246	D & W CONVENIENCE	RT 104 & 104B	NEW HAVEN	NY	13121	1		975516	(315)963-3694	
162202	162238	461642	BOBBY T'S INC.	2640 ROUTE 3E	FULTON	NY	13069	1		975532	(315)593-3007	
162202	162238	507381	SCRIBA MINI MART	5617 STATE ROUTE	SCRIBA	NY	13126	1		975706	(315)342-2398	
162202	162238	649926	STEVE'S PLACE	107W BRIDGE ST.	OSWEGO	NY	13126	2		975185	(315)342-7110	
162202	162236	673953	BILL'S CLEVELAND	276 STATE ROUTE 4	CLEVELAND	NY	13042	1			(315)675-8812	
162202	162236	675059	JAMIESON CORS CONV	RTE. 17 + ST RTE	WILLIAMSTOWN	NY	13493	1		971127	(315)964-7709	
162202	162238	684885	PIT STOP #99	433 COUNTY ROUTE	FULTON	NY	13069	1		975169	(315)598-8811	
162202	162238	762537	BREWERTON TRUE VALU	RT 11 & BARTELL R	BREWERTON	NY	13029	2			(315)676-7110	
162204	162226	369552	RED BARREL #20	503 E MAIN ST	ENDICOTT	NY	13760	1	1872-0000		(607)754-8009	
162204	162226	423441	RED BARREL #21	ROUTE 7	SANITARIA SPGS	NY	13833	1	1872-0000		(607)648-2700	
162204	162226	580011	RED BARREL #11	63 MAIN ST	BINGHAMTON	NY	13905	1	1872-0000		(607)724-7319	
162204	162226	583890	RED BARREL #12	41 COMMERCIAL DR	JOHNSON CITY	NY	13790	1	1872-0000		(607)729-2105	
162204	162226	941738	RED BARREL #15	1454 FRONT ST	BINGHAMTON	NY	13901	1	1872-0000		(607)722-7509	
162205	162230	699104	POOJA ENTERPRISES	4223 MILTON AVE	SYRACUSE	NY	13219	2		959460	(315)488-7944	
162205	162237	760381	POPPY'S PLACE	507 WESTCOTT ST	SYRACUSE	NY	13210	1			(315)474-0699	
162205	162230	762043	KELLY MOBIL	631 S GEDDES ST	SYRACUSE	NY	13204	1			(315)473-4397	
162206	162236	172167	B & K CONVENIENCE	4644 TABERG ROAD	TABERG	NY	13471	1			(315)337-7511	
162206	162233	177337	MC PHAILS PHARMACY	179 MAIN ST	ONEONTA	NY	13820	1			(607)432-6111	
162206	162233	177340	PALACE CIGAR STORE	277 MAIN ST	ONEONTA	NY	13820	1		906305	(607)432-8385	
162206	162233	177363	RED BARREL #1	RTE 23, SOUTH SIDE	ONEONTA	NY	13820	1	1872-0000		(607)432-8880	
162206	162233	301419	RED BARREL #17	1 ONEIDA ST	ONEONTA	NY	13820	1	1872-0000		(607)433-1425	
162206	465070	RED BARREL #23	RTE 23, SOUTH SIDE	ONEONTA	ONEONTA	NY	13820	1	1872-0000		(607)433-9963	
162206	597204	DOLGEVILLE NEWS	6 SO MAIN ST	DOLGEVILLE	NY	13329	1		959775	(315)429-8487		
162206	162237	607467	LYNDON MOBIL	6898 EAST GENESEE	FAYETTEVILLE	NY	13066	1	1850-0000		(315)445-9098	
162206	162233	632711	RED BARREL #7	325 MAIN ST	ONEONTA	NY	13820	1	1872-0000		(607)432-1123	
162206	162236	762157	SAKRAM & CESARIO IN	7595 KIRKVILLE RD	EAST SYRACUSE	NY	13057	1		964171	(315)656-7751	
162206	162233	762182	RED BARREL #6	ROUTE 12, SOUTH	NORWICH	NY	13815	1	1872-0000		(607)334-9557	
162206	162237	762367	MANLIUS MOBIL	325 FAYETTE ST	MANLIUS	NY	13104	1	1850-0000		(315)682-1330	
162206	162235	762641	RED BARREL #5	408 E MAIN ST	WEST WINFIELD	NY	13491	1	1872-0000		(315)822-5785	
162206	162237	186747	MOBIL #08545P	224 W GENESEE ST	FAYETTEVILLE	NY	13066	1 NYS	1850-0000		(315)637-5691	
162210	162233	337733	RED BARREL #18	RTE 7 & 8	SIDNEY	NY	13838	1	1872-0000		(607)563-2524	
162210	162233	370022	RED BARREL #19	ROUTE 28	MARGARETVILLE	NY	12455	1	1872-0000		(914)586-2526	
162210	162233	424893	RED BARREL #22	65-69 BRIDGE & MA	UNADILLA	NY	13849	1	1872-0000		(607)369-3500	
162210	162233	463736	RED BARREL #24	WEST & DELAWARE S	WALTON	NY	13856	1	1872-0000		(607)865-4080	
162210	162227	643758	GUJAR PETROLEUM	RTE 209	ELLENVILLE	NY	12428	2			(914)647-5801	
162210	162233	767363	RED BARREL #3	1 W MAIN ST	SIDNEY	NY	13838	1	1872-0000		(607)563-1321	
162302	162320	177013	CHESTER MARKET	RIVERSIDE DRIVE	CHESTERTOWN	NY	12817	2		906164	(518)494-3013	
162302	177091	CORNER MARKET	TROUT LAKE ROAD	BOLTON LANDING	NY	12814	1			(518)644-2516		
162302	162320	177114	THE CROSSROADS GROC	DIXON ROAD	CHESTERTOWN	NY	12817	1			(518)494-3821	
162302	162320	177038	SCOTTIES VARIETY	20 MAIN ST	GRANVILLE	NY	12932	1			(518)642-9889	

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TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT	PHONE #
162302	162320	177079	PUTORTIS BROADWAY M	155 BROADWAY	WHITEHALL	NY	12887	1				(518)499-0788	
162302	162320	362026	BAILEY DELI & BAKER	43 CANADA ST	LAKE GEORGE	NY	12845	1			986356	(518)668-4730	
162302	162320	452987	EZ DUZZIT	75 SARATOGA AVE	SOUTH GLENS FA	NY	12803	3				(518)745-8702	
162302	162320	561050	MINI CHOPPER #109	AMHERST & IROQUIS	LAKE GEORGE	NY	12845	1		1427-0000		(518)668-2337	
162302	162320	737465	THE CORNER DELI	36 FEEDER DAM RD	S GLENS FALLS	NY	12803	1				(518)792-1858	
162302	162320	737866	HUDSON MART	346 MAIN ST	HUDSON FALLS	NY	12839	1				(518)747-0100	
162302	162320	766818	LUZERNE MARKET	MAIN STREET	LAKE LUZERNE	NY	12846	2				(518)696-4234	
162302	162320	767092	MINI CHOPPER #63	127 RIDGE ST	GLENS FALLS	NY	12801	1		1427-0000		(518)792-7736	
162302	162320	767583	MINI CHOPPER #62	538 AVIATION RD	QUEENSBURY	NY	12804	1		1427-0000		(518)793-3737	
162303	162234	026388	RED BARREL #10	RTE 7 & 30A	CENTRAL BRIDGE	NY	12035	2		1872-0000		(518)868-2659	
162303		130706	GETTY 58716	ELMWOOD&FULTON	GLOVERSVILLE	NY	12078	1				(518)725-8996	
162303	162322	175544	CHAZANS PHARMACY	31 NEW SCOTLAND A	ALBANY	NY	12208	1				(518)462-0612	
162303		175803	RENATO BAKERY	869 CRANE STREET	SCHENECTADY	NY	12303	1				(518)377-0606	
162303		177329	VIOLYN SERV STATION	ROUTE 30	PERTH	NY	12010	1				(518)843-1349	
162303		475233	SMITTYS	201 W STATE ST	JOHNSTOWN	NY	12095	1				(518)762-8713	
162303		505907	THE COUNTRY STORE	930 S SHORE RD	NORTHVILLE	NY	12134	1				(518)863-2110	
162303		527957	QIK PIK	2996 GUILDERLAND	SCHENECTADY	NY	12306	1				(518)355-3142	
162303		707764	CROSSGATE SUNOCO	1611 WESTERN AVE	ALBANY	NY	12203	1					
162303	162324	027186	SAS SINGH AUTO SERV	2470 ALBANY ST	SCHENECTADY	NY	12304	3				(518)393-3737	
162303	162324	693380	MARIANNE'S MINI MAR	1008 STATE HIGHWA	GLOVERSVILLE	NY	12078	2				(518)725-2259	
162303	162324	700524	JOHNSTOWN BEVERAGE	490 N PERRY ST	JOHNSTOWN	NY	12095	1				(518)762-6677	
162303	162324	704359	CARMEN GETTY	3300 CARMEN RD	SCHENECTADY	NY	12303	1				(518)355-8760	
162303	162324	745229	JEN'S CORNER DELI	500 N MARKET ST	JOHNSTOWN	NY	12095	1				(518)762-5367	
162303	162324	757103	TWINS	SEC INC.	JOHNSTOWN	NY	12095	1				(518)762-4421	
162303	162324	763064	MINI CHIPPER #72	394 N MAIN ST	GLOVERSVILLE	NY	12078	1		1427-0000		(518)725-3943	
162303	162324	767243	MINI CHOPPER #85	1810 VAN VRANKEN	SCHENECTADY	NY	12308	1		1427-0000		(518)393-5054	
162303	162324	767268	EASTERN PARKWAY #70	838 MCCLELLAN ST	SCHENECTADY	NY	12304	1		1427-0000		(518)374-0302	
162303	162324	767417	TIFFANY'S CNTRY MK	B413 WESTERN TPKE	DELANSON	NY	12053	1				(518)855-8328	
162303	162322	767609	NORTHVILLE ROBIN SE	MAIN & BRIDGE	NORTHVILLE	NY	12134	2		3643-0000		(518)663-8901	
162303	162324	779803	FOUR CORNERS GROCER	MAHAKALI, INC.	GLOVERSVILLE	NY	12078	1				(518)773-5077	
162303	162322	790290	ON THE RUN #08724	245 SARATOGA RD	SCOTIA	NY	12302	4		1449-0000		(518)399-1811	
162303	162322	794579	WESTMERE CITGO	1979 WESTERN AVE	ALBANY	NY	12203	1				(518)456-6222	
162303	162322	130267	REID HILL MOBIL	165 CHURCH ST	AMSTERDAM	NY	12010	2				(518)842-4721	
162303	162324	130271	CLYDES STOP N SHOP	WASHINGTON ST & PE	JOHNSTOWN	NY	12095	1				(518)762-2990	
162303	162322	175613	MINI CHOPPER #64	821 NEW SCOTLAND	ALBANY	NY	12208	1		1427-0000		(518)489-8081	
162303	162324	175765	MINI CHOPPER #65	2248 BROADWAY	SCHENECTADY	NY	12306	1		1427-0000		(518)372-4960	
162303	162322	176593	FULLERS CORNER STOR	RF 1 BOX 547	NORTHVILLE	NY	12134	1				(518)863-4190	
162303	162234	177257	FRANKS MARKET	261 W FULTON ST	GLOVERSVILLE	NY	12078	1				(518)725-7422	
162303	162324	240242	HOLMES & KUGLER	717 NOTT ST	SCHENECTADY	NY	12308	2				(518)382-8477	
162303	162234	287798	PHILBROOKS MARKET	27 MAIN STREET	FULTONVILLE	NY	12072	1				(518)853-4722	
162303		343317	KING FOODS 8605	1600 WESTERN AVE	ALBANY	NY	12203	1		2682-0000		(518)456-6388	
162303	162234	363861	FT PLAIN NEWS	58 MAIN ST	FORT PLAIN	NY	13339	2				(518)993-4988	
162303	162234	440243	CONVENIENT CORNERII	5 COMERIE AVENUE	JOHNSTOWN	NY	12095	1		3643-0000		(518)762-7353	

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WHOLESALER : 194040 PINKLE DISTRIBUTORS, INC. <DIRECT>  
 TEMPLATE : 800115 80300 WIN MAR B2G1F  
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TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162303	162322	472795	MINI KWIK	ROUTE 30	AMSTERDAM	NY	12010	1				(518)842-2537
162303	162324	528013	ALBANY BEVERAGE	3899 CARMEN RD	SCHENECTADY	NY	12303	1				(518)355-4370
162303	162322	546784	CONVENIENT CORNER I	ROUTE 30	BROADALBIN	NY	12025	1		3643-0000		(518)883-3595
162303	162234	558185	MINI KWIK	207 W FULTON ST	GLOVERSVILLE	NY	12078	2				(518)725-5289
162303	162324	565311	UPTOWN BEVERAGE	1866 ALTAMONT AVE	SCHENECTADY	NY	12303	2				(518)355-2305
162303	162322	577317	MARK COLONEY	D/B/A COLONEY SAL	NORTHVILLE	NY	12134	1				(518)863-4363
162303	162324	578453	OZBAY SERVICE CENTE	1605 BROADWAY	SCHENECTADY	NY	12306	2				(518)374-8867
162303	162322	579941	COUNTRY CUPBOARD	RT 5 SOUTH	PATTERSONVILLE	NY	12137	1				(518)887-9812
162303	162322	586076	TIMAR'S ENTERPRISES	437 SARATOGA RD	SCOTIA	NY	12302	2				(518)399-8773
162303	162324	589558	BUHRMASTER INC.	204 N PERRY ST.	JOHNSTOWN	NY	12095	1				(518)762-1617
162303	162324	626474	HOLMES & KUGLER	127 ERIE BLVD	SCHENECTADY	NY	12308	2				(518)382-1491
162303	162234	642209	ERICA'S	82 WEST EIGHT AVE	GLOVERSVILLE	NY	12078	1				(518)725-9153
162303	162234	642210	O'BRIEN VIDEO	60 1/2 ELMWOOD DR	GLOVERSVILLE	NY	12078	3				(518)773-8221
162303	162322	669794	MARIANVILLE LAKESID	8865 MARIANVILLE	PATTERSONVILLE	NY	12137	1				(518)864-5496
162304	162321	175519	BONFARE FN FD	2 SOUTH ST	BALLSTON SPA	NY	12020	1				(518)885-4443
162304		176137	LISHAKILL MARKET	214 LISHAKILL RD.	SCHENECTADY	NY	12309	1				(518)869-6165
162304	162321	176493	SULLI'S MARKET	20 BROAD ST	SCHUYLERVILLE	NY	12871	1				(518)695-3471
162304	162321	330697	TOPEDA, INC.	DBA WATSON'S GROC	COHOES	NY	12047	1				(518)237-4212
162304	162321	658803	SAVEMORE DISCOUNT B	1512 ROUTE 9	CLIFTON PARK	NY	12065	1				(518)371-2520
162304		774573	NEWSROOM	118 MAIN ST	CORINTH	NY	12822	1				(518)654-7325
162304	162321	176471	MINI CHOPPER #71	54 CHURCH ST	SARATOGA SPRIN	NY	12866	1	1427-0000			(518)584-2770
162304	162322	176552	DICK & JERRY'S	ROUTE 29 & ROUTE	GALWAY	NY	12074	1				(518)882-9394
162304	162322	176553	VASELS STATION	ROUTE 29 RD 1	GALWAY	NY	12074	1				(518)882-9414
162304	162321	176702	MINI CHOPPER #61	91 N MAIN ST	MECHANICVILLE	NY	12116	1	1427-0000			(518)664-2520
162304	162321	361644	WEVER MOBIL MART	219 GUIDEBOARD RD	HALFMON	NY	12188	1			916379	(518)383-9189
162304	162321	410914	SCHAGHTICOKE CARWAS	MAIN STREET	SCHAGHTICOKE	NY	12154	1				(518)753-4072
162304	162321	450796	WILTON MOBIL MART	216 BALLARD RD	GANSEVOORT	NY	12831	1				(518)584-5884
162304	162321	484757	WEVER MOBIL M22T	75 JUINON AVENUE	STILLWATER	NY	12170	1				(518)664-4121
162304	162321	553883	BONFARE FN FD	488 GEISER RD	BALLSTON SPA	NY	12020	1				(518)885-7519
162304	162321	624483	U.S. FOOD MART	118 GARNER STREET	COHOES	NY	12047	1				(518)237-0530
162304	162321	677775	GEMMETT RAINBOW	3775 LEWIS RD	BALLSTON SPA	NY	12020	1				(518)885-4847
162304	162321	689443	MALTA CORNER	2465 ROUTE 9	BALLSTON SPA	NY	12020	1				(518)899-3306
162304	162324	705684	NISKAYUNA MOBIL	1502 BALLTOWN RD	NISKAYUNA	NY	12309	3				(518)377-3880
162304	162321	744043	WEVER CAR WASH	CORNER RT 29 & 40	GREENWICH	NY	12834	1				(518)692-3196
162304	162321	747501	PAULIE PROVISIONS	12 WASHINGTON AVE	WATERFORD	NY	12188	1				(518)235-9771
162304	162321	777274	CAPUTO'S APLUS60036	521 BROADWAY	SARATOGA SPRIN	NY	12866	3	0362-0101			(518)583-4202
162304	162322	777275	LATHAM FOOD MART	389 TROY SCHENET	LATHAM	NY	12110	1				(518)785-3282
162305	162326	175575	DELMAR BEVERAGE CTR	242 DELAWARE AVE	DELMAR	NY	12054	2				(518)439-7275
162305		022576	SETTLER'S STORE	2185 HELDERBERGTR	BERNE	NY	12023	1				(518)872-2477
162305	162326	175699	HOERNING PHARMACY	HOPE PLAZA	COXSACKIE	NY	12192	1				(518)731-2400
162305		176073	FRED TROMPS NEWSTAN	JUSTICE BUILDING	ALBANY	NY	12224	1				(518)465-1743
162305	162327	693697	GUJAR PETROLEUM	336 E CHESTER ST	KINGSTON	NY	12401	1				(914)331-7286
162305	162326	698974	RAVENA MANI CONVENI	RT. 9W & 146	RAVENA	NY	12143	1				(518)756-3484

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## WORKPLAN VAP TEMPLATE LISTING

 PAGE: 11  
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162305	162322	700333	QUAIL STREET NEWS	122 QUAIL ST	ALBANY	NY	12206	1				(518)465-8123	
162305	162326	718812	AL & ROSE ENTERPRIS	485 DELAWARE AVE	ALBANY	NY	12209	3				(518)463-2286	
162305	162327	721873	AIS PETROLEUM	585 BROADWAY	KINGSTON	NY	12401	1				(914)331-3099	
162305		729858	COUNTRYSIDE MOBIL	MART	EAST BERNE	NY	12059	1				(518)872-1989	
162305	162328	766856	FT & SAMI, INC.	ROUTE 28 & ZENA R	KINGSTON	NY	12401	1			949867	(914)679-9436	
162305	162326	767885	JANES VARIETY II	149 2ND AVE	ALBANY	NY	12202	1				(518)449-2421	
162305	162234	785758	WORCESTER CONVENIEN	310 MAIN ST	WORCESTER	NY	12197	1			976043	(607)397-9321	
162305	162322	176021	EMIL'S NEWS	99 WASHINGTON AVE	ALBANY	NY	12210	1				(518)462-0886	
162305		511554	A&A EXTRA MART	190 2ND AVE	ALBANY	NY	12202	1			949115	(518)449-7089	
162305	162324	186732	RED BARREL #16	1 MAIN STREET	MIDDLEBURGH	NY	12122	1		1872-0000		(518)827-5656	
162305	162326	241413	KETCHUM'S GENERAL	RT 143 PO BOX 212	WESTERLO	NY	12193	2				(518)797-3403	
162305	162322	385765	ALBANY NEWS & VARIE	396 CENTRAL AVE	ALBANY	NY	12206	1				(518)427-0271	
162305	162322	453011	HAGMART INC	791 NEW SCOTLAND	ALBANY	NY	12208	1			958074	(518)458-7854	
162305	162234	506336	LINDY'S QUICK SHOOP	1 MAIN ST	WORCESTER	NY	12197	1				911065	(607)397-1827
162305	162322	542554	A-PLUS #60009F	1221 WESTERN AVE	ALBANY	NY	12203	2		0362-0102		(518)489-1746	
162305	162322	571197	HAGMART WEST INC	1181 WESTERN AVE	ALBANY	NY	12203	1			958082	(518)438-4794	
162305	162234	641092	RED BARREL #2	ROUTE 7 EAST	COBLESKILL	NY	12043	1		1872-0000		(518)234-4767	
162305	162324	653563	HAGMART NORTH, INC.	106 MAPLE AVE	VOORHEESVILLE	NY	12186	1				939942	(518)765-9333
162305	162326	660703	DELWARE & ELM MOBI	594 DELWARE AVE	DELMAR	NY	12054	2				(518)439-3682	
162305		677846	L&P COLONIAL MARK I	RT. 23A	TANNERSVILLE	NY		1					(518)589-6330
162306		619956	TABLE TALK THRIFTMK	ROUTE 23B	HUDSON	NY	12534	1					(518)1828-5242
162306		742348	ZEE PETROLINE, INC.	123 SOUTH HUDSON	CHATHAM	NY	12037	1				969626	(518)392-7195
162306		767452	BONFARE FN FD	51031 908 RIVER ST	TROY	NY	12180	1					1031 (518)273-8215
162306	162325	176066	BARNA SUPER-DELI	15 CAMPBELL AVE	TROY	NY	12180	1				915233	(518)1273-6644
162306	162326	176271	DAVE'S MARKET	ROUTE 43	STEPHENSTOWN	NY	12168	1					(518)1733-5733
162306		178609	UNITED SMOKESHOP	2 E MARKET ST	RHINEBECK	NY	12572	1					(914)1876-7185
162306	162326	508996	W SAND LAKE MOBOSFI	RT 150 & RT 43	WEST SAND LAKE	NY	12196	2				974964	(518)674-8377
162306	162326	580521	GREENBUSH TAPE&LUBE	DBA JIFF E MART	AVERTIL PARKS	NY	12013	1				931667	(518)674-0145
162306	162326	619795	MINI CHOPPER #86	53 MAIN ST	CHATHAM	NY	12057	1		1427-0000		(518)392-9550	
162306	162327	705374	M&S MART, INC.	6337 RT. 209 & 42	KERHONKSON	NY	12446	3					(914)626-0623
162306	162326	706812	CPF SUNOCO	52 HUDSON AVE	CHATHAM	NY	12037	1					(518)392-5442
162306	162328	714675	MANI PETROLINE	124 FAIRVIEW AVE	HUDSON	NY	12534	3				909634	(518)828-1580
162306	162326	724750	ZENATH PETROLEUM	3360 ROUTE 9	VALATIE	NY	12184	1				964684	(518)784-3314
162306	162325	728378	US MOBIL MART	295 COLUMBIA TPKE	RENNSELAER	NY	12144	1					(518)477-4410
162306	162325	774586	EXXON WYNANTSkill	63 MAIN AVE	WYNANTSkill	NY	12198	1					(518)283-2293
162308	162329	444732	MALWA CORPORATION	266 STATE ROUTE 5	LAGRANGEVILLE	NY	12540	1				943266	(914)452-3060
162308	162329	701398	GARCHA PETROLEUM CO	127 W MAIN ST	WAPPINGERS FLS	NY	12590	1					(914)297-6880
162308	162328	740272	COBBLE POND FARMS	ROUTE 82	STANFORDVILLE	NY	12581	1					(914)868-7031
162605	162226	039829	RED BARREL #9	MAIN STREET	CHENANGO BRIDG	NY	13745	1		1872-0000		(607)648-2844	
162606		790419	ATLANTIC STORES	203 MAIN ST	ONEONTA	NY	13820	1				964015	(607)433-1751

PAGE BREAK TOTAL ACCOUNTS 168 TOTAL QUANTITY 210

TEMPLATE TOTAL ACCOUNTS 168 TOTAL QUANTITY 210

51845 8495

# FREE pack with 2-pack purchase

Smoke this:

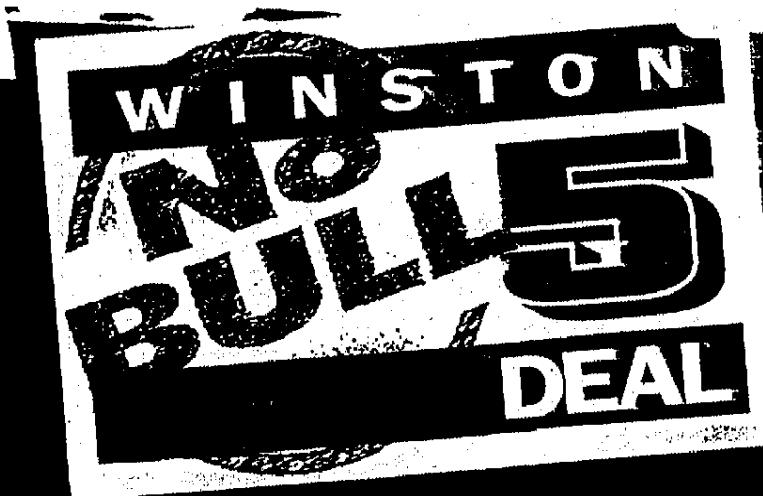
**FREE pack**

with 2-pack  
purchase.



Winston

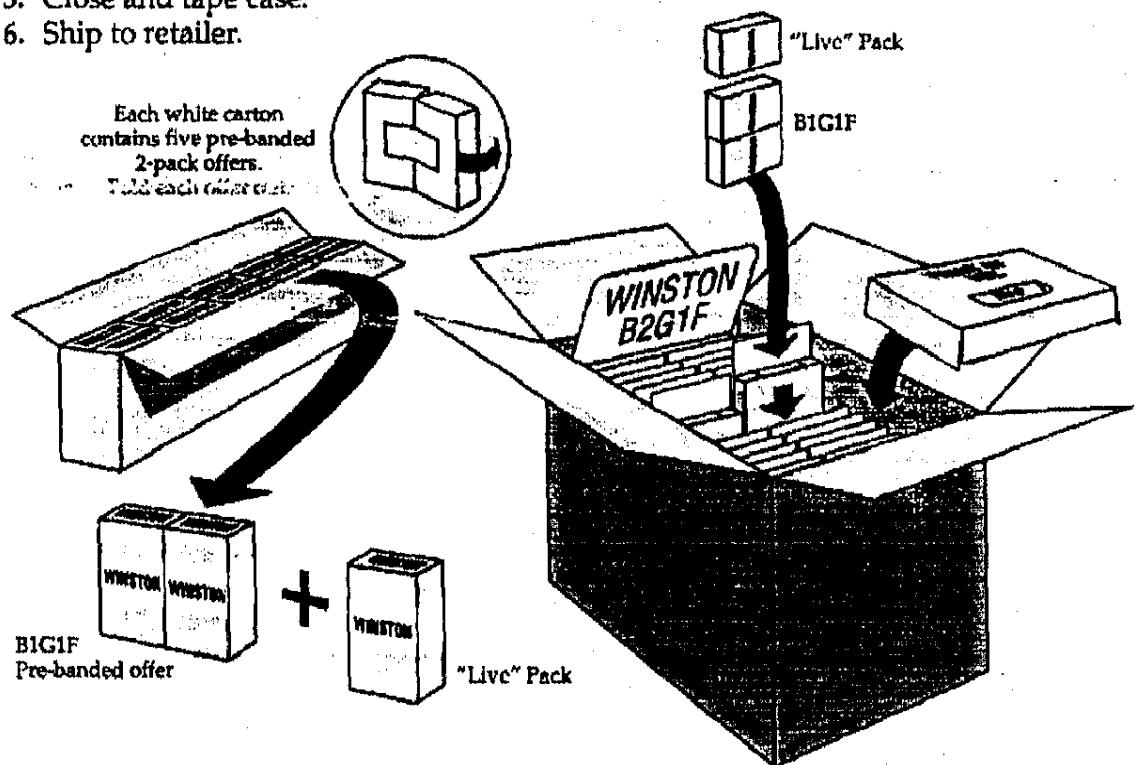
- Kick off March with this offer: Buy 2 packs. Get one free.
- Special packaging in Full Flavor, Lights and Ultra Lights Box Styles.
- Dramatic counter display and poster.
- Another No Bull 5 way to build traffic.



51845 8496

**WHOLESALER PACKING INSTRUCTIONS****VALUE ADDED PROMOTIONS****1ST QTR.'98****March WINSTON B2G1F****(Buy 2 Packs Get 1 Free)****STEPS**

1. Open WINSTON B2G1F shipping case. Remove red cardboard insert.
2. Place one B1G1F offer into each Winston style specific sleeve. Promotional product is in white cartons, utilize 2 cartons Winston Lt. Box, 1 carton Winston FF Box and 1 carton Winston Ul. Lt. Box.
3. Add one "live" Winston pack of same style to each offer.
4. Place red cardboard insert back into case. Fold display header card down.
5. Close and tape case.
6. Ship to retailer.



Item: # 538994

Promotion Reporting Description: WIN MAR B2G1F

Brand Style	LT BOX	FF BOX	ULT LT BOX			
Number of Cartons	2	1	1			

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